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Bowling Green Business University

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THE Southern Exponent

of Business Education

VOL. IX.

BOWLING GREEN, KENTUCKY, AUGUST, 1915

No. 1

THE CORNETIST.

Mr. J. L. Greenup, of Iowa, matriculated with us September, 1914, graduated with the Degree B. C. S. in July, 1915 and just before he rose to deliver his graduating oration, he received a telegram from Enumclaw, Washington, stating that he had been elected Principal of the Commercial High School there at \$100 per month. Mr. Greenup cheered our chapel with his stirring cornet music throughout the year. We shall miss him but we congratulate him.



"A HUSTLER."

Mr. L. D. Prowning, a few years ago a mere lad in this institution, is now Secretary-Treasurer of a prosperous manufacturing company at Lewisburg, Ky. He makes the famous "Buck Brand" Overalls and Jackets, so widely known and used all over this country. He is Vice President of the Manufacturers Association of this State. With hat in hand, we make our lowest bow to Mr. Prowning, and at the same time commend and congratulate him on his success.



"THE CASHIER."



We are happy to announce that Mr. R. V. Hughes has been appointed Bookkeeper and Cashier of the Bowling Green Business University. His many friends will rejoice with us on the rare success and bright outlook that are his. He is deservedly one of the most popular men in this Institution.

A MISSISSIPPIAN.

Miss Myra Terrell, of Mississippi, following in the footsteps of her brilliant sister, completed our course in Shorthand and Typewriting in a little less than six months, and was at once employed as Secretary to Mrs. Cora Wilson Stewart, President of Kentucky Illiteracy Commission, with office in the State Capitol at Frankfort, Ky. Miss Terrell and Mrs. Stewart are to be congratulated upon their happy association.



GOES TO CINCINNATI.

His friends will rejoice to know that Mr. C. W. Anderson, immediately on receiving the B. C. S. degree this summer, was elected to teach commercial branches in the High School of Cincinnati, on an initial salary of \$1500, a year. This illustrates the value of commercial education to increase one's earning-power.

We shall expect Mr. Anderson to go still higher in his vocation as well as in his ability to earn.



ALUMNI ASSOCIATION HELD SWAY.

Splendid Address Preceded Annual Alumni Banquet. A large audience heard a most delightful address by J. E. Morris, of Lawton, Okla., at the Alumni exercises at University Hall of the B. G. B. U. last night. Mr. Morris' subject was "South American Opportunities for United States." He proved a pleasing speaker and his subject was a most interesting one. A business meeting followed the address, and Mr. Lester Jeter, of West Virginia, was elected annual orator.



Prof. J. Walter Ross presided as toastmaster. Responses were made by Prof. Miller, of Pittsburgh; Prof. Snyder, of Cincinnati; Prof. Curtis, of New York; Miss Hanna, of Maine; Mr. Hull, of Pennsylvania, and Mr. Jeter, of West Virginia.

To-night at 8 o'clock, Dr. James Whitecomb Brounger, of California, a noted preacher and orator of national

reputation, will deliver an address. There will be no charge for admission, and the public is cordially invited.—Times-Journal, July 23, 1915.

Note.—Mr. Morris has just been elected Principal of the Commercial High School at Hattiesburg, Miss., at \$125 a month.—Ed.

THE LAND OF FLOWERS.

Mr. C. C. Turner, a Warren County boy, took our B. C. S. degree two years ago, since which time he has been the efficient and brilliant principal of the Commercial High School



of Miami, Fla. He is enjoying a larger salary than the average teacher makes after an experience of ten years. Mr. Turner with his bride visited his old home during the past summer. We congratulate him and we congratulate her.

PRESIDENT ED. KERLEY.



Mr. Kerley came to us a few years ago from a farm in Barren County, Ky. From here he went to Louisville where he became connected with one of the largest Dry Goods Houses in the South. To-day he is one of the best known citizens of Bowling Green; an official in his church; traveling salesman of well known ability, and President of the Traveler's Protective Association. He is handsome, energetic, capable and influential.

Don't try to travel on the railroad without a ticket; the rate is too high. Don't try the voyage of life without a business education; the risk is too great.

"A MISSISSIPPIAN."



Mr. B. G. Rogers was connected with the Institution in the capacity of Assistant Bookkeeper for a short time. After completing our course he represented the school in Mississippi, but on his return was elected to a position in the Citizens' National Bank of this city. We congratulate Mr. Rogers on his success.

"SCHOOL IS RESPONSIBLE"

"You can put any kind of statement in the Exponent you wish. I feel that the school is responsible for my being where I am today and anything I can do to help you in carrying on the good work, I am ready to undertake. The Superintendent was down to see me last week and added \$40 a month to my salary and assuring me of his appreciation." Appreciation that is expressed in terms of \$480 per year is very real and genuine, Mr. Paul. We congratulate you! Your Railroad Company is fortunate to have such a man in its services.

Mr. Paul is now making approximately \$175 a month, as agent and operator in Oklahoma.

"BY THIS TOKEN"

The Commercial Schools of this country are taking steps to protect themselves against charlatans, shams and frauds in their vocation, and to give the protection they desire, they have organized the "National Association of Accredited Commercial Schools." When you see this emblem, you may know that the Institution is a member of that Association.



MEMBER OF FIRM.

Mr. Harold Sublett, a Bowling Green boy, has kept his face toward the rising sun, and year after year has had hope in his eyes and good cheer in his heart. He is now a member of the firm of Carpenter - Dent - Sublett Company, one of the largest drug corporations in the city of Bowling Green. Mr. Sublett is known in this city as one of the progressive, thorough - going young business men here. We are proud of him and the record he has made in the arena of business.



Here is Mr. D. L. Parsons, who, three or four years ago, took Telegraphy and Railroad Accounting with us. He has "made good" from the moment he left us till the present. He is now Joint Agent for the C. & O., E. K. R., and the A. I. & C. Companies. He was recently appointed to fill an official temporary vacancy. The road thus put its stamp of official endorsement upon the splendid record he has made. In a letter, he generously adds: "The key to my success is justly due to the thorough training which I received in your school." We doff our hats to you, Mr. Parsons!



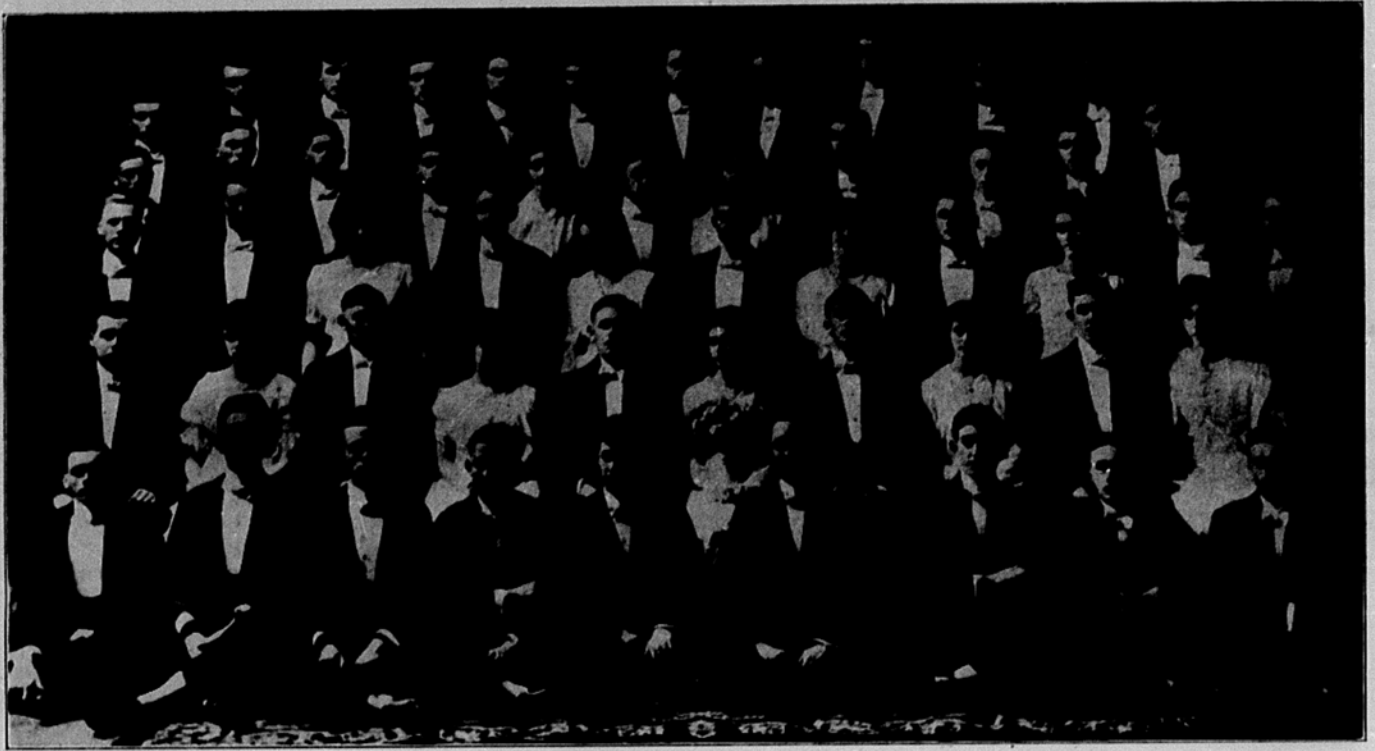
FINE BUSINESS MAN.

Mr. Paul Hogan, a Bowling Green boy, left us two years ago, since which time he has been one of the busiest of busy business men in Montgomery, Ala. where he works in the capacity of stenographer and assistant office man. Though he has just reached his majority, he has already saved more money than the average man accumulates by the time he is thirty or forty. We take off our hat to Mr. Hogan.



THE value of a combined course in Bookkeeping and Shorthand, or in Telegraphy and Railroad Accounting can not easily be overestimated. No one has ever completed any of these courses without going immediately to a good position. If you want to be CERTAIN of satisfactory returns from your money, time and work, take a combined course.

THE Institution is now enjoying the largest attendance it has had in forty-one years. Its territory of patronage includes all the States east of the Mississippi river, nine west of it and four foreign countries. It receives more calls for its finished product than ever before, and, withal, its students are doing the most satisfactory work and measuring up to the highest standards it has ever been our pleasure to observe.



THE GRADUATING CLASS OF 1914-15

This is one of the largest, brightest and best classes the institution has graduated in many years. We are looking forward to them to achieve brilliant success in the field of business.

BIG FOUR BOYS AGAIN DO TRICK IN GREAT DEBATE

Corecos Gave Winners Close Run for Coveted Gavel.

Judges' Vote Stood Big Four, 2, Coreco 1, and Then Pandemonium.

The Ninth Annual Debate between the literary societies of the Bowling Green Business University is a thing of history. The gavel remains with the Big Four, the winners for the last two years. The societies met in the University Hall at 7:30 and formed in line, keeping step to the drum beat of the Bowling Green Military Band. The streamers and colors of the respective societies headed the long procession. When the head of the column was entering the Opera House, the rear was passing the public school building two blocks away. The contestants entered the Opera House with lusty yells, waving of banners, singing society songs, and a school spirit that was enough to thrill a block of stone. The band struck up a lively air and at its close was applauded to the echo. Then Prof. Crawley, of the High School, led the great throng in singing "Tipperary," accompanied by the band. Not often have the people enjoyed so stirring, so beautiful, and so thrilling a song.



The Winners.

The dignified old circuit judge, who was the presiding officer of the evening, caught the spirit, became young again and patted his foot and joined in singing "Tipperary" most lustily. Old gray headed men and young red-blooded youths joined in the now-famous song and made the welkin ring. Judge J. McKenzie Moss, of this Judicial District, honored the societies by presiding over them. The com-

mittee of judges consisted of The Rev. Mr. Halleck, Hon. Byron Renfrew, and Hon. W. R. Gardner, of the local bar.

Judge Moss introduced the first speaker of the evening, Mr. R. A. Karraker, of Illinois, who opened the discussion of the subject, "Resolved, That Congress Should Have Left in Force the Panama Tolls Exemption Act of 1912." Mr. Karraker opened the discussion with a statement of the proposition and the history of the bill. Mr. Nichols, of Caldwell county followed with a masterly and earnest argument for the negative. He was frequently interrupted by the lusty shouts and cheers of his society followers. His speech was pronounced one of the very best of the evening. Mr. R. E. Bullock, of Barren county spoke next for the affirmative. His speech was a very strong one from start to finish, laying down proposition after proposition and proving every point in a most logical and accurate manner. His delivery was pleasing indeed. He was cheered to the echo, not only during his speech, but in a prolonged applause at the close. Then followed Mr. G. H. Patterson, Jr., of Hardin county. Mr. Patterson was by far the youngest speaker, but he covered himself with glory. His parents had come to hear his speech and they may be proud of the speech and the son. He reflected credit upon them, the society and the institution. At the close of his speech the Big Four Society went wild with hurrahs and shouts of commendation. Mr. A. C. Anderson, of Logan county, closed the argument for the affirmative with one of the most finished, polished and powerful speeches a school boy ever made in the famous old opera house. Desiring to give him every moment of his time, his society suppressed their cheers and applause, as he sat down the Corecos applauded with hand, feet and throat, and waving colors until the presiding officer had to quiet them. Mr. Chester Crabtree, of Monroe county, closed the argument for the negative. His speech was convincing and powerful. He spoke with an increasing enthusiasm and ardor and drove his points home in a most logical manner. Mr. R. A. Karraker, in a rebuttal, closed the program of the evening.

The judges were requested to vote without discussing the merits of the

arguments. When the votes were handed to Judge Moss an almost painful silence fell over the great throng who had, for three hours, shouted, applauded, laughed, cheered and hurrahed. The decision went one in favor of the affirmative and two for the negative. Then pandemonium turned loose. The victorious Big Four leap-



Mr. McKenzie Moss
The Chairman.

ed over the footlights and caught the speakers on their shoulders, while others stood on the seats, steps and stage and yelled to the top of their voices until they could be heard six or eight blocks away.

Thus closed one of the most hotly contested debates that ever took place in Bowling Green. The gavel is still with the Big Four. Who will get it next year?

It is said that the Bowling Green Business University is probably the only Commercial School in this country that sustains literary societies, but these two have become famous throughout the nation.—Times-Journal, April 6.

This paper gives a few inspiring stories of some successful students of this institution. No one issue of "The Exponent" could contain even half that we should like to say about students who are making good in a big way in this big world of business.

SOCIETIES GETTING WARM.

Corecos and Big Four Trying To Outwit Each Other in Opening Quarters.

Yesterday the two societies at the Business University were competing with each other in pushing their respective interests. The Big Four put up two flaming signs over their headquarters just over the North entrance to the building. Thereupon the enterprising Corecos quickly improvised a flag made of the colors of the Coreco, burnt orange and black, and hoisted it over the tower of the main entrance of the building where it could be seen floating in the breeze the remainder of the day, much to the delight of the Corecos and their friends. Two other Corecos went to the City School, in which Mr. Anderson, one of the speakers, teaches penmanship, and got permission to hoist the colors of the Coreco over the building of the College-street School. The Big Four, not to be outdone, made a charmingly beautiful flag of their colors and, climbing to the top of the four-story tower on the South end of the building, lashed their flag-staff to the highest turret and this morning the colors of the Big Four are floating high above those of "their friends, the enemy."

There is no telling what will be done by either of these societies before to-day's sun goes down. The contagion is spreading and everybody is lining up on the one side or the other of this battle of the giants. Are you a Coreco or Big Four?

Merchants Get the Spirit.

The merchants are showing, not only good college spirit, but also excellent business enterprise, in decorating their windows in the respective colors of the literary societies of the Business University. If you are a lover of the beautiful, take a walk around Fountain Square and "take in" the artistic show-windows of the up-to-date and enterprising merchants.—Times-Journal, April 20, 1915.

FUN, REST AND RECREATION.

There is perhaps no other body of several hundred young people who enjoy more of genuine, heart-felt fun than do the students of this institution. They are enthusiastic in their

studies, enthusiastic in their recitations, and equally so in their outings. Our Hallowe'en parties, our fall chestnut hunt, our spring boat excursion, our summer and fall Mammoth Cave excursions, our numerous social parties and functions, supply in an adequate measure the desire and demand of our students for recreation, diversion and enjoyment. If any body of students ever deserved a full measure of such, surely our school does. They are the best behaved, the hardest workers, the most congenial and refined young gentlemen and young ladies it has ever been our pleasure to know. Who would not like to be identified with a school offering such means of enjoyment, recreation, and inspiration!

EFFICIENCY; GET IT.

An "efficiency engineer," observing that some masons made eighteen motions in laying each brick, taught them to do the same work with five motions; in other words, to accomplish three and three-fifths times as much work and therefore to make three and three-fifths times as much money as before, with the same labor.

Business Education will do that very thing for you. It will save motions for you; it will enable you to accomplish more with a given effort; it will multiply your earning-power; magnify your usefulness; gratify your aspirations and intensify your happiness. Therefore, get it.

AN INSPIRING ADDRESS.

Mr. W. L. Matthews, Superintendent of the Livermore Schools, but now attending the Bowling Green Business University, was requested this morning to address the students and teachers at the morning program, and responded in one of the most inspiring and uplifting speeches it has been the pleasure of the institution to hear this session. Quite a number of superintendents, high school principals and grade teachers are attending the Bowling Green Business University this session.—Times-Journal, July 2, 1915.

Come quickly! A month saved now means a month's salary saved at the other end of your course.

Brilliant City Superintendents, Supervisors and Teachers Attending the Bowling Green Business University

Mr. E. J. Ockerman, Supervisor of the Nelson County Schools, is recognized as one of the educational leaders of his county. Last winter he matriculated in the B. G. B. U. for the Special Course. It is needless to say that he is one of the strongest men of the class. During the summer months he very efficiently represented the B. G. B. U. at various institutes in his part of the State. Mr. Ockerman is going to make a great commercial teacher.



Superintendent W. L. Matthews, the efficient and brilliant head of Livermore Graded and High School, spent his vacation in this institution. He is taking a complete business course and says he enjoys it to the fullest extent. Mr. Matthews is one of the liveliest school men in this State. We rejoice to have such men in our ranks.

They are in increasing demand by the best and most remunerative High School positions in large city schools. Some of the brainiest teachers are transferring their activities to this line of work.



Mr. C. L. Shawler, one of the best teachers of Nelson County, and one of the most polished gentlemen of our acquaintance, had quite a varied experience as traveling representative for a great business house, and thus added practical knowledge of men and affairs to his knowledge of books. Last January he entered the Business University to take our Special Course.

During his summer vacation, he represented the Bowling Green Business University at many institutes in the State.



Superintendent E. E. Gardner has been at the head of the graded schools of Beaver for two or three years. He declined re-election to take the Special Course in the B. G. B. U., where he is now pushing brilliantly to the front. There are good things ahead for Mr. Gardner and others like him. It is impossible to find men enough of his type for first-class positions.

We wish we had two hundred more such strong men and successful teachers as he. There is a good place for every one of them.



Superintendent J. R. Kirk, a live wire, a brilliant teacher and a strong man, is at the head of the Central City Graded and High School. For some time he has been taking our Special Course and has made an enviable record in it. He declares it one of the most interesting of all the things he has ever studied. Mr. Kirk represented the B. G. B. U. in several institutes and rendered valuable service, during the summer.

We receive 200 or 300 calls every year for teachers like him.



STUDENTS RETURN, BRING OTHERS.

Mr. Arthur Patton, who formerly attended the Bowling Green Business University, but who now is Principal of the Commercial High School at Patonsville, Ind., returned yesterday bringing with him four other students who, with Mr. Patton, matriculated in the Bowling Green Business University. Miss Cora Ware, who has been traveling in Florida, and who also formerly attended the University, returned yesterday to take the Senior Course, and brought with her two friends who also entered for the summer term.

The fact that so many students not only return, but bring others with them, speaks volumes in praise of this splendid institution of learning.—Times-Journal, June 5.

A RECORD TO BE PROUD OF.

The management of the Bowling Green Business University may well feel proud of the splendid record that it has made and is continuing to make. The annual debate between the Big Four and Coreco societies which occurred this week was a huge success and was but a sample of the thorough manner in which everything is done which this school or its students undertake. One of the great secrets of success of this institution is that it aims to give full value for every dollar received from its students, and it therefore goes at everything with a thoroughness that spells success. It is therefore no wonder that students matriculate with the Business University from all over the Union and even come to this school from across the borders of the United States. The citizens of Bowling Green should indeed feel proud of the Bowling Green Business University, and should feel grateful to Messrs. Dickey, Ashby and Harman, to whom is due the credit for building up such a magnificent school in our city.—Editorial, Times-Journal, April 8, 1915.

BUSINESS MANAGER.

Miss Ida Hodges, a former student held in the highest esteem of this institution, has been teaching in an Ohio business college for several years, and has just purchased an interest in the Uhrichsville-Dennison Business College, Uhrichsville, Ohio. She is now the efficient Manager of the Institution, and this is a sufficient guarantee that the school is sure to succeed and is going to be a star of the first magnitude in the galaxy of business colleges.

Three cornets, a piano, and a violin have made our Morning-Hour Programs especially enjoyable and delightful this year. If you play any instrument, be sure to join our Orchestra when you come.

An Open Letter

Dear President Dickey:—

Were I to name this thing—this burst of enthusiasm over your great school—I might call it "Revelations in Steno Land" or "How a Business University Puts It Over." Both would be true. Both would be fitting sign-boards for the next few paragraphs.

Perhaps you do thrill every passing pilgrim as you thrill me; perhaps not. (I'll wager a dollar, forty nine from the next story I sell that you do!) The spirit at the University is greater than in any other institution in the state. I have talked in most of the institutions in Kentucky. Listen!—I didn't hear anything that so much as savored of a "knock" while I remained in your midst. Your student-body is your great advertising force. Their energy, good-will, enthusiasm, and co-operation can only be measured in tons—dollars are too small. And a precious thing is this something we call "spirit" and a joy forever is this thing we call "loyalty." How good they were to me! (Merely, how much I owe 'em for their generous responsiveness!)

You are a real triumvirate, you three: Dickey to dream out splendid policies and set before the students from almost every State in the Union world-wide ideals of business and social service; Harman with his wealth of "go," his sympathetic, earnest appeal and delightful "human touch"; and Ashby, the remarkable, the silent, the dynamic, the accurate, "the driver." (And he it said that this trinity runs with a harmony almost without parallel; I know because the students, themselves, told me. And what eyes and ears these funny mechanisms, we designate as "students," do have!)

Do you know what a splendid support you have in the rest of your faculty? How does it feel to march around a man like Professor Brownfield? Just how does it seem to tell the country's best penman to do this and this? The trouble with Browning is that he is a so modest and eager for

service that you little realize you have in your midst a man every business school in the country would be proud to name on its teaching force. And that sweet-faced teacher—her name gets away from me. You know she teaches typewriter manipulation and takes national prizes with her pupils about as regularly as most of us take an ice-cream-soda.

How blessed with spirit that womanly woman is! And, personally, I never saw more perfect order or more complete respect than I found in a room with about a million typewriters creaking so fast that I forgot even to talk. Her kingdom is a busy kingdom and her subjects are the future great business geniuses of this country. You know it, you big-hearted, big-brained Dreamer! For the rest, I met a dozen more professors who impressed me with their clean-cut approach, their ability, their moral tone. I would bore you to tell all I think or feel.

President Dickey, you are doing a fine Christian thing! You are building up the greatest business preparatory in the United States. (I talked to Beek of Cincinnati and he knows even if I am stupid, myself.) You are doing a unique thing. You do not feature HOW QUICKLY but you stand on the better platform—HOW WELL! And in brief this: If Roscoe Gilmore Stott, Jr., has the rare judgment to escape a literary career and find his pleasure in business (and he does show some sense for a one-year-old), he shall be your pupil at the University as long as you want him. For your judgment has been proved to be A Number One—hundreds of successful business careers breathe back upon your educational record a mighty and convincing halo of service well rendered.

Are you ever going to let me come back and see it all?—I dare you to!

ROSCOE GILMORE STOTT.

AN INTERESTING STORY.

Mr. H. became a good penman as a result of his study and practice in this School. His superb penmanship attracted the attention of a gentleman, who offered him \$50 per month more than he was then making. Of course, he accepted it. Little did Mr. H. think that he was making \$600 while he was practicing so faithfully, so assiduously, and so intelligently on his penmanship while he was in school.

Wouldn't you like, the first year after you leave school, to make \$600 on your penmanship? If so, take

Special Penmanship the day you come and keep in mind that you are going to raise your first year's salary by that means.

MAKE MONEY AT HOME.

Many of our best students this year saved both time and money by taking at home quite a large part of their business courses. The Bowling Green Business University has been giving some home study courses for the last two or three years, in order to save time and money for quite a number of prospective students, who found it impossible to stay in school very long.

Those who have the home study courses have saved money in three ways. If you would like to do the same, call on us for the pamphlet entitled "How To Make Money at Home." You might as well shorten your stay in Bowling Green by two or three months, and you can if you will begin a home study course immediately.

Business Education is both a luxury and a necessity.

Business Education is a birthright of every young person.

"MR." AND "PROF."

The faculty of this Institution voted unanimously to abandon the title "professor" as applied to the teachers in this Institution, and to address each man with the plain, but genteel title of "Mr." There are, therefore, no "professors" in the Bowling Green Business University, or in any way connected with it. The papers of Kentucky have commented at some length on the resolution of the faculty and all with hearty commendation.

GOOD WISHES.

The B. G. B. U. riding the crest of the wave and enjoying its greatest prosperity, its largest attendance, its best work and buoyantly and eagerly expecting all records to be broken in its Winter Term, opening December 28, 1915, wishes Good Luck to everybody; Health and Happiness and all Prosperity to its professional brethren; and that every reader of this paper will make up his or her mind to join our ranks and enjoy with us the largest body of jolly, happy, hard-working, well-behaved students in all this land.

SHORTHAND.

On completing this subject, you will be qualified to teach it or to hold a place as office stenographer. The course is usually completed in six or seven months.

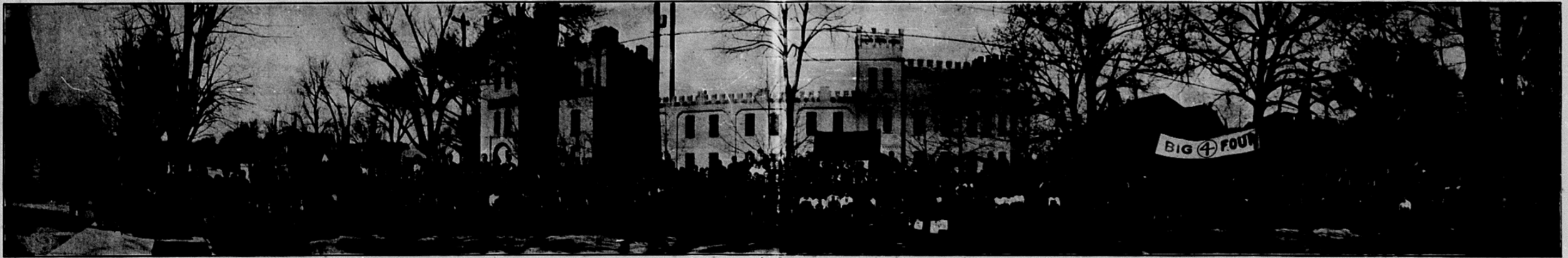
The Department of Shorthand is in charge of Mr. J. L. Harman, who is recognized as one of the greatest shorthand teachers in America. It is worth something to have studied under such a man.

BOOKKEEPING.

The best that is offered in Bookkeeping is the Commerce Course. All who have completed it have secured good positions immediately on graduating. A course that does not bring remunerative results is not worth taking. Business courses are taken for business purposes only, notwithstanding the fact that they are cultural also.

This course is unlimited in time, embraces strong and practical literary work as well as Higher Accounting, and leads to the degree B. C. S. Write us for complete information concerning it. This course was organized and outlined by Mr. W. S. Ashby, Business Manager of this Institution, after many years of practical experience as bookkeeper, and later as teacher of Higher Accounting. He is recognized as the peer of any teacher of Accounting in this country. The Commerce Course bears the mark of a master-hand.

Will you surrender to your difficulties, or force them to surrender to you?



THIS PHOTOGRAPH OF THE SCHOOL WAS MADE FEBRUARY 20, 1915

These Students Came From Maine, Vermont, New York, Pennsylvania, Ohio, Indiana, Illinois, Wisconsin, Kansas, Iowa, Montana, All the Southern States and England, Canada, Japan and Cuba

THE STREAMERS AND PENNANTS OF THE TWO ENTHUSIASTIC DEBATING SOCIETIES, THE BIG FOUR AND THE CORECO, ARE CONSPICUOUS

IDENTIFY YOURSELF WITH A SCHOOL THAT HAS ALREADY SUCCEEDED—A LIVE, BRISTLING, STIRRING, ENTHUSIASTIC INSTITUTION

COME AND JOIN OUR LARGE, HAPPY, JOLLY, WELL-BEHAVED BAND OF WORKERS. THE ILLUSTRATED CATALOG WILL BE GLADLY FURNISHED TO ALL WHO ASK

LINCOLN PARK.



The Kodak pictures above were snapped by Mr. A. E. Patton, one of the Summer School students when on a visit with a party of students and teachers to the birthplace of Abraham Lincoln in Larue County, Kentucky. The picture at the bottom shows a group of B. G. B. U. students on the steps of the building containing the log cabin in which Mr. Lincoln was born. The picture above it is a portion of the cabin. The third is the marble structure containing the cabin, while the fourth represents the flag floating over it.

INTERESTING OUTING BY A PARTY OF STUDENTS.

A jolly party of teachers, lecturers and students attending the Summer Training School for Commercial Teachers at the Business University

left this morning on the early train for a day's visit to Lincoln Park, and another party to Mammoth Cave. One coach was filled with buoyant, expectant excursionists, accompanied by Prof. Miller, of Pittsburg, Prof. Snyder, of Cincinnati, and Prof. Ross, of Wheeling. Mr. E. L. Hendricks, one of the student-teachers, will deliver an oration on Lincoln, at the Lincoln Home. The party will return this afternoon at 6 o'clock.—Times-Journal July 19, 1915.

THE MAN OF MYSTERY.

Joe Sublett, the Magician—Joe Sublett, the Wizard—Joe Sublett, the Man of Mystery, mysteriously meandered his way this morning into the chapel hall of the Bowling Green Business University and for thirty minutes made all sorts of things out of nothing. In plain open daylight, right before 600 bulging, distended eyes he reached up in the air and pulled down money, eggs, and various and sundry other things. He waved his wand and things became other things; things took new habitations and new names, cards took to themselves the power of locomotion and obeyed his beck and call and the mysterious waving of this mysterious wand. He closed the delightful program with manufacturing out of pure nothing a gorgeously beautiful flag, in honor of our to-morrow's national Liberty Day.

Mr. Sublett was invited to return and wave his wonderful wand over the heads of the school and instantaneously fill them with the richest and rarest business education. He has accepted the invitation.—Times-Journal, July 3, 1915.

CORNET AND PIANO PROGRAM.

One of the most delightful programs of the summer was rendered this morning at the Business University by Mr. Greenup of Iowa, and Mr. Timmerman of Indiana, the former playing the cornet and the latter accompanying on the piano. Each is an artist, and showed it this morning in the high-class renditions that so greatly charmed the audience at the morning program. Messrs. Greenup

and Timmerman are now attending the Summer Training School of the Business University. Although the attendance at the morning hour is voluntary, the large auditorium is filled every day with appreciative students who never weary of the varied and always inspiring programs.—Times-Journal, July 28, 1915.

HURRAH FOR GREEN!

Mr. E. J. Green, brother of Prof. R. P. Green of the State Normal School, has won out in every undertaking since he left us six or eight years ago. As head bookkeeper and treasurer at \$150 per month, he distinguished himself as business man in the employ of the Farmers Protective Association, until last November when he was elected County Clerk and Recorder in Kalispell, Mont. He is now enjoying the "fat and juicy" salary of \$2500 per year. No wonder he says in a recent letter, "I often think of the happy hours spent in the B. G. B. U. and of the many kind and encouraging words Mr. Dickey, Mr. Harman and Mr. Ashby gave me."

"THANK MY STARS."

"All is going well with me at Pensacola. I have had many occasions to thank my stars for the good impulse that led me to take a course in that splendid school, familiarly known as the B. G. B. U. It certainly put me on the road to a better salary. I was raised to \$175 per month this year. There are four of the B. G. B. U. boys in business here. So you see your school is pretty well represented in Pensacola." These are the words of Mr. William Tyler, Head of the Department of Commerce of the High School in Pensacola, Fla. Some people "see stars!" Mr. Tyler thanks his. See the difference? There are thousands of teachers in every state who could do as well as Mr. Tyler if they would but take the same course of study.

IN CENTRAL AMERICA.

Away down in the tropics, our highly esteemed friend and former student, Mr. J. G. Flanery, is getting glory to himself at Trujillo, Honduras, C. A. He is a great business man. When here in school his eyes always shone with the light of victory. He was making money then; he is collecting it now.

"We recognize your school as one of high standing and shall be pleased to have you recommend a person for this position." Thus writes Superintendent Gordon Bailey of Kansas.

ONE OBJECTION.

Our friend and former student, Miss Katie Vail, than whom no former student is more highly appreciated, after filling half a page of her letter with "RAH! RAH! RAH! FOR THE BIG FOUR'S" closed by saying, "There is only one objection that I have to your school, and that is when one leaves, he is always wanting to return and wants every one else he knows to go there. I am so pleased my sister is going." We always appreciate such endorsements because when one sends his sisters and brothers to us, the deed speaks louder than the word.

TWO REGRETS.

"The first regret I have is that I did not attend your school at an earlier date, and the second, that I did not take the important study of Special Penmanship.

With the salary I am now earning I can keep my little family easily and have some to spare. I have not been out of employment a day since leaving school three years ago."

These are the words of our good friend and former student, Mr. W. B. Hart who is working for the A. T. & S. F. Railway Company, at Baring, Mo.

Congratulations, Mr. Hart!

FREE SPECIMENS.

If you want some beautifully executed specimens of good penmanship, write us and they will be sent free to your address without any obligation on your part. We want you to see them.

"DESIRABLE POSITION."

"The few months I spent in your school did me more good than all the training I received previous to that time. In other words, it prepared me for the desirable position I now hold as bookkeeper in the Henderson National Bank. I like my work better every day."

Thus writes Mr. W. E. Gregory of Henderson, Kentucky.

We rejoice with you, Mr. Gregory, on the success we always believed you would achieve.

A traveling man recently wrote us that he had struck a city all of whose public affairs are transacted by Bowling Green Business University students. Leadership ought to be one of the elements of good business education.

THE THREE (ds) GRACES.



"When shall we three (four) meet again?"—Macbeth.
"We will meet, and there we may rehearse... I am to discourse wonders, but ask me not what."—Bottom, the ass, in A Midsummer Night's Dream.

Reading from left to right, Mr. H. H. Beck, lecturer of the Summer School; Prof. Roscoe Gilmore Stott, poet, lecturer, magazine writer, scholar, head of the Department of English in the Eastern State Normal; Mr. J. S. Dickey, President of the Bowling Green Business University.

This photograph was taken just before the party bade goodbye to the world of light and descended to the realms of everlasting darkness, to wander through those "dim and awful aisles" of Mammoth Cave, easily the world's greatest natural wonder. Mr. Beck and Mr. Stott had just come from the B. G. B. U., where they had delivered masterly and delightfully entertaining and helpful lectures to the Summer Training School, and had stopped over to see the Big Hole in the Ground, and incidentally to rest from their strenuous labors.

Mr. D. W. Hogan, whose home is in Allen County, Kentucky, passed through Bowling Green recently on a visit to his father's family. He is the superintendent of a coal mine in Eastern Kentucky, salary \$100 per month. He finished the course in the Business University about twenty months ago. He has the direction of about six hundred men. He not only enjoys an attractive salary, but a position of influence.

It is estimated that good handwriting is worth \$500. Get it while taking your business course.

PUPILS HEARD GREAT LECTURE

A red-letter occasion was the program of last Saturday morning at the Bowling Green Business University. Dr. Roscoe Gilmore Stott, head of the Department of English in the Eastern State Normal School, spoke to a crowded house on "Some Birds I Should Like to Shoot, and Others."

To say the address was masterly, forceful and scholarly would be only a trite and commonplace statement. It was more. It was refreshing, uplifting, inspiring. For one hour his audience was spell-bound. The applause which followed was spontaneous, enthusiastic and prolonged far beyond that which is customary on such occasions. Many pronounced it the best speech ever made in this city. So intense was the effect that no one felt able to do much more than talk about the great speech and the great speaker, during the whole day.

Dr. Stott is a prolific writer, being a contributor to fifteen or twenty magazines. He is also the author of a book of poems, entitled "The Man Sings." He is now writing a very appropriate "companion" volume to be called "The Woman Sings." He is much in demand as lecturer, receiving, in fact, many more invitations than he can accept. Great is Stott!—Times-Journal, July 12, 1915.

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LAWN CONCERT AT BUSINESS UNIVERSITY.

Complimentary to the students of the Summer Training School for Commercial Teachers, a delightful outdoor concert was given by the Bowling Green Military Band, Saturday evening from 8 to 9 o'clock, on the campus of the Business University. Hundreds of students, sitting on the blue grass and under the maple trees of the lawn, enjoyed the music to the fullest extent, while College street was filled with automobiles and carriages of citizens who had come to share the pleasure of the occasion with the students. It was a beautiful spectacle and a delightful evening.

The Business University may be relied upon "to do the nice thing" for its students whenever opportunity is offered. —Times-Journal, July 24, 1915.

HURRAH! FOR DAVE KINCH-LOE.

Hon. Dave Kincheloe, who won such a signal victory over his opponent for the Congressional nomination in the Second district, has a large number of friends in Bowling Green who are delighted to hear of his success. Mr. Kincheloe attended school at the Bowling Green Business University several years since, and made many friends while here who have taken much interest in his splendid career. Mr. Kincheloe is one of Kentucky's truest Democrats, a man of the strictest honor and integrity, an

orator of rare ability and he possesses in a high degree those statesmanlike qualities that will give him a foremost place in the councils of the party at the national capital. That he will win in November is a foregone conclusion.—Times-Journal, July 5, 1914.

FUN AT BOWLING GREEN BUSINESS UNIVERSITY.

The morning program at the Business University to-day was one long to be remembered. It consisted of an impersonation of the various members of the faculty by the Graduating Class. It was so perfect that the audience was kept in a constant uproar and applause.

The delightful relation existing between the faculty and student-body of the school is often commented upon by our citizens. Perhaps no other school ever enjoyed more interesting programs and more real fun than does the B. G. B. U.

The "take off" this morning was the best ever given on the historic platform of that school.—Times-Journal, July 16, 1915.

ON ARRIVING IN BOWLING GREEN.

The school is always glad to have its representative meet new students at the train, when desired. If you will notify us in time, our representative will be sure to meet you, day or night. Do not attempt to find a boarding house without assistance from the school. Come directly to the office and we will give you a list of good boarding houses and have one of our number accompany you to them.

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"GOT A VISION."

"I got a vision from the men at the head of the Institution, that has been and is invaluable to me. My faith is pinned to the B. G. B. U. Mrs. Guffy joins me in love and kindest regards.

Very loyally yours,
L. G. GUFFY.

This warm and generous expression comes from our former student, who is now at the head of the Business Department of the High School at Columbus, Kan. We are very grateful.

"MY APPRECIATION."

"I haven't the words to express my appreciation for what the school has done toward preparing me for railroad service. I would advise any young man who wishes to go into the railroad field to take a thorough course in the B. G. B. U., and I would urge every student to take the Railroad Accounting course with Telephony. I like my position very much." T. E. ESTES.

"A GOOD WORD."

Halsell, Ala., June 19, 1915.
Dear Mr. Dickey:

I am working as agent and operator for the A. T. & N. Ry., and like my position very much. I think telephony is as good a business as the privilege when one wants a vacation, free transportation over every railroad in the United States—quite a privilege who none wants a vacation. I will always speak a good word for the B. G. B. U.

Your former student,
Z. M. MORRIS.

HERE'S TO LEE!

Our former student and good friend, C. E. Lee, is winning laurels to himself in a big business college in Chicago, where he is teaching the commercial branches. He is kind enough to say in a recent letter, "The new ideas which I received in your school have helped me wonderfully in my present position." The big business schools are drawing heavily on us for such men as Mr. Lee. We only wish that more like him would come this way.

HOME COURSE.

Many school superintendents, high school principals, graded school teachers and others are taking the Home Study Course, with a view of saving some money on the course, more on board and most of all by completing the course here in Bowling Green several months earlier and therefore getting into positions correspondingly earlier. We do not pretend to say that we can give the full course by mail, but we do give a large part of the course at home quite as well as in school. If you want the benefit of it, write us for the little folder entitled, "How to Make Money at Home."

Mr. W. B. Ferguson, a former student here, and who has been teaching in the High School at Dixon, Ill., has arrived to enter the Bowling Green Business University. He was accompanied home by Mr. Tetrick, who will also enter school.

TWO THOUSAND FIVE HUNDRED BOARDERS.

The little city of Bowling Green comfortably entertains 2,500 students every year, and there is never a day that it could not accommodate 500 more with perfect ease. The best private families open their doors to students and surround them with the comforts and conveniences of home life. Board can be had in the University Boarding Home at \$10.40 per month with everything furnished except such toilet articles as towels, comb, brush, etc. Private families take boarders at \$14 per month.

THE MECCA.

It is the Mecca of commercial teachers who flock here every summer for special training, preparatory to taking positions in city high schools and business colleges throughout the nation. More than half a thousand applications for teachers are received by this school every year and its graduates can now be found teaching in the best high schools and business colleges of the largest cities in this country.—The Bowling Green News, December 27, 1914.

IS IT FAIR?

Please do not compare the Bowling Green Business University, an institution employing \$20,000 worth of trained men and women to do its teaching; an institution with seven or eight hundred students; an institution known throughout the length and breadth of the land—please do not compare it with some little school over a grocery store and employing but one or two men and offering but little equipment and known only locally. Do not misunderstand us; we would not under-rate such schools; they are doing the best they can; we commend them; but it is fair to compare this Institution and its advantages with such schools above described?

"How To Go To School" will interest any ambitious young man or young woman. This folder will be sent free to you upon request.

GOOD WRITING.

Superior Letter
Handwritten Copy
Amusing Letter
Happy New Year
Your friend
D. Lee

The penmanship above was dashed off by our former student, Mr. A. B. Cox, without knowing that it would ever appear in the Exponent. It is some of his every day writing. By the way, good penmanship is said to be worth \$500 to any man. Mr. Cox made his \$500 while in the B. G. B. U. and he is now collecting it.

THE OTHER END.

You need not stay out of school hoping that a convenient time will ever come for you to start. Six months, or a year from now, the same or some other unfavorable condition will confront you. Postponing does not make matters easier. If you save a month now, it will mean a month's salary saved at the other end of your course. Don't wait! Come quickly! It's money to you!

THAT MAIN LINE WIRE.

Remember that we have the main-line wire of the L. & N. Railroad and every time a train-order is sent out from Nashville, our students receive it in the big tower of the B. G. B. U. What better could you expect, even if you were trying to learn telegraphy in a railroad office?

The Winter Term opens Tuesday, December 28, 1915. Be SURE to get in on time.

The Fall Term opens Tuesday, August 31, 1915. Be SURE to enter on that date. It is just as easy.

THE MEDAL CLUB



Porter Mitchell,
Bowling Green, Ky.
60 net words.



Miss Elsie Burmeister,
Ashland Pa.
58 net words.



Miss Eddie Sherill,
Bowling Green, Ky.
57 net words.



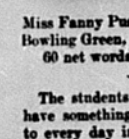
Mr. L. B. Thiel,
Batesville, Ind.
60 net words.



Miss Allie Reeves,
Bowling Green, Ky.
57 net words.



Mr. E. C. Timmerman,
Batesville, Ind.
61.2 net words.



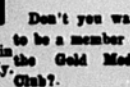
Miss Fanny Pushin
Bowling Green, Ky.
60 net words.



Miss Amy Robinson,
Pawnee, Okla.
63 net words.



Mr. Harlon Lyle,
Fristoe, Ky.
60 net words.



Miss Fanny Pushin
Bowling Green, Ky.
60 net words.

The students of this Institution have something new to look forward to every day in the year. We live in

a perpetual contest. Accuracy, skill, efficiency—these are the goals toward which we are driving. The Remington Typewriter Company, whose machines we are using, make the following offers to all users of their machines:

1. To any student writing twenty-five net words per minute for 10 minutes, the Remington Pennant.
2. For forty net words per minute for 10 minutes, the Remington Efficiency Certificate bound in an artistic leather case.
3. For fifty-five net words per minute for 10 minutes, the Remington Gold Medal.
4. For sixty words a minute for 15 minutes without error, a new, hundred-dollar Remington Typewriter.

Those students who win the medal are entitled to membership in the Gold Medal Club.

Those whose photographs are herewith shown have already won everything except the typewriter, and now they are headed straight toward that. We hope to announce in our next issue that each of them received, as a gracious present, a beautiful, brand-new, hundred-dollar Remington Typewriter. We shall see what we shall see.

HO! FOR MAMMOTH CAVE!

The School will take an excursion to Mammoth Cave, "the world's greatest natural wonder," at a suitable time yet to be agreed upon. Special rates will be obtained. The party will take two routes in the Cave and will enjoy a boat ride on Echo River, a stream 100 feet below the surface, and will also see the historic salt-peter vats in which gunpowder was made for the American patriots during the War of 1812; will explore the corkscrew route and sit in awe and wonder under the star-lit dome of the Star Chamber; climb mountains, cross bottomless pits, peer upward into domes reaching almost to the surface, meander through the Fat Man's Misery, visit the Giant's Coffin, see Martha Washington, and stand trembling before the Bridal Altar. Tourists come from the opposite side of the world to visit this matchless and most marvelous of all nature's freaks. The trip itself will be worth the cost of the whole year's tuition, and those who take it will, in the years to come, recount with increasing pleasure and satisfaction the many happy hours they experienced going through "these dim and awful aisles."



TUITION RATES

All Conflicting Rates Heretofore Revoked.

We treat all alike. Our tuition is as low as can be afforded, with our high-class equipment and strong faculty. We do not cut prices for any one. All tuition is payable on the day of entrance. Due-bills are issued for lost time, and tuition refunded to family in case of death of a student in school.

Bookkeeping, Shorthand or Telegraphy	1 Month	12 00
Any two of these courses	1 Month	18 00
Bookkeeping, Shorthand or Telegraphy	3 Months	32 00
Bookkeeping or Shorthand	5 Months	50 00
Telegraphy, unlimited		50 00
Shorthand, unlimited		65 00
Railroad Accounting, Telegraphy and Typewriting		80 00
Commerce Course, unlimited, including Typewriting		90 00

COMBINED COURSES.

Bookkeeping and Shorthand	3 Months	40 00
Bookkeeping and Telegraphy	3 Months	40 00
Shorthand and Telegraphy	3 Months	40 00
Bookkeeping and Shorthand	5 Months	60 00
Bookkeeping and Telegraphy	5 Months	60 00
Shorthand and Telegraphy	5 Months	60 00
Bookkeeping and Shorthand	10 Months	78 00
Bookkeeping with Bookkeeping or Shorthand	10 Months	78 00
Telegraphy, Shorthand or Telegraphy	12 Months	90 00

With each of the above five, ten and twelve months' scholarships, we give two months free if needed to complete course.

Commerce Course, Typewriting and Special Penmanship, (Business Writing) unlimited

THE SPECIAL COURSE, INCLUDING THE COMMERCE COURSE, TYPEWRITING, SHORTHAND, UNLIMITED, OR TELEGRAPHY AND RAILROAD ACCOUNTING, UNLIMITED	115 00
Life Endowment Course, unlimited	130 00
Professional Course	165 00

ACADEMIC COURSE.

We give a strong academic course in connection with the business branches but without extra charge. This is taught by experienced teachers who have received their degrees from leading institutions. You need not defer your commercial course to take the preparatory branches—YOU CAN SAVE BOTH TIME AND MONEY BY TAKING THEM WITH YOUR BOOKKEEPING, OR SHORTHAND, OR TELEGRAPHY. We make this statement after many years' experience in preparing hundreds of students for the lucrative positions they are so successfully and satisfactorily holding to-day.

If a student wishes to take the Academic Course alone, the tuition will be as follows:

10 weeks	\$ 9 00
5 months	16 00
10 months	30 00

TYPEWRITING.

Typewriting	1 Month	\$ 3 00
Typewriting	4 Months	10 00
Typewriting, unlimited course		15 00

PENMANSHIP.

Class penmanship is free to all students.		
Special lessons in Ornamental, or Business Penmanship:		
One week		\$ 1 00
Ten weeks		9 00
Twenty weeks		16 00
Unlimited Business Penmanship		25 00
Unlimited Ornamental Penmanship		25 00
Unlimited Professional Course, including Ornamental, Business, Lettering, Flourishing and Embossing		40 00

BOARD.

Summer Rates, a Month	\$9 00 to \$14 00
Winter Rates, a Month	10 40 to 14 00

These rates include both meals and lodging.
ADDRESS ALL LETTERS TO
BOWLING GREEN BUSINESS UNIVERSITY,
Bowling Green, Ky.

A Great Penman

We present here a recent photograph of our penman, Mr. W. C. Brownfield and his bright little son, Master Carl Myers Brownfield. They are "chums." Each believes in the other. And each seems to be supremely happy in the company of the other.

Mr. Brownfield is fast winning professional laurels. Throughout the length and breadth of our country, he is known as one of the foremost penmen of America. He is not only one of the most skilled of all living penmen, but he possesses the rare power of imparting the same artistic skill to his pupils. He loves Penmanship, loves to teach it, think about it, talk about it, dream about it every minute of his life. It is a rare opportunity for any young person to have the benefit of this Great Penman's instruction. We present below his dashing artistic and graceful signature.



W. C. Brownfield

A MORGAN COUNTY BOY.

Mr. Wm. A. Walsh hardly completed the Combined Course of this Institution till he was called to an excellent position in a business college in Pennsylvania at a salary almost four times as large as he ever made before. We keep repeating that there is no other investment equal to that of business education. There are thousands of young men and women who could double and even treble their earning-power by taking the Combined Course as did Mr. Walsh. We are expecting him to win laurels in his new vocation.



Mr. E. P. Vincent, one of the brightest men of Edmonson County and one of the strongest teachers of this State, has just been elected to teach commercial branches in a New York High School at a salary three times as large as the best he ever made before. Two hundred per cent is indeed an unusual dividend on one's investment. There are thousands of other teachers who could be holding to-day as good places as that which Mr. Vincent has if they had pursued the same course he mastered.



FROM VERMONT.

Mr. M. E. Lyster came to us last year from Vermont, and on completing The Special Course was at once employed as teacher of Bookkeeping, Shorthand and Typewriting in Norfolk, Va., with the Davis-Wagner Business College at a salary larger than most teachers receive after eight or ten years' experience. Mr. Lyster is held in the highest esteem in this Institution.



NOT PECULIAR.

No; yours is not a peculiar case. It's very much like that of all other people. If those who wrote the inspiring messages in this paper could and did succeed, you can. In less than a year from this date, you ought to be holding a position that pays twice what you are now able to make. Will you have it? It's altogether with you, whether you will or not.

A ten-months course would add five hundred or six hundred dollars to your earning-power; it would put you into a position more congenial and encouraging than any you ever held; and it would equip you for promotion that you can never hope to enjoy without it.

A Training School —FOR— Commercial Teachers

For the last four years, this Institution has been conducting a Summer Training School for Commercial Teachers in order to meet the increasing demands for high-grade, professionally trained teachers for business colleges and commercial high schools throughout the Nation. The School is now attended by teachers from practically every state east of the Mississippi River and eight or nine west of it. It is fast becoming the national Training School for Commercial Teachers. We are bringing to the Summer School the very best talent that can be found in this country, as will be apparent to those who read the following:

MR. BAKER.



Mr. J. W. Baker, author of 20th Century Bookkeeping system used in the B. G. B. U., honored us with a series of lectures to the Summer Training School on the subject of Bookkeeping, Accountancy and Auditing. It is a source of delight to give our students the instruction, the inspiration and the uplift coming from such a man as this great scholar and business man.

MR. MILLER.



E. G. Miller, Supervisor of Penmanship in the City Schools of Pittsburgh, Pa., lectured and taught in the Summer Training School and greatly strengthened and helped our teachers not only in a professional way, but by the charm of his delightful personality, that made an impression upon the hearts and minds of all who knew him and heard him. He is one of America's greatest commercial teachers. In securing his services we were but redeeming our pledge to bring to our Summer School the best talent to be found. Wouldn't you like to be identified with a school that brings to it, without any cost to you, such rare spirits as Mr. Miller and the other distinguished gentlemen mentioned in this paper?

MR. KNOX.



Mr. J. S. Knox, author of the text book on Salesmanship, did us the honor to visit the Institution in May and deliver a lecture that will live long in the hearts and minds of us and our students. It is a great thing for a school to come in touch with such a great man as Mr. Knox. He

filled us and thrilled us as few men can do.

After his visit, Mr. Knox wrote us: "You people have a great spirit in your school. Your students show it. The spirit is something like sunshine. You can neither measure it with a yard stick nor sweep it up. But it is a wonderful force. It is powerfully effective, and you men are successful in creating and developing that spirit in your school. Your people carry it everywhere. It is a wonderful asset."

DISTINGUISHED LECTURERS.



Mr. H. A. Hazar and Mr. Fred H. Gurtler, both of Chicago, lectured on Shorthand before the Business University Saturday morning and gave some wonderful demonstrations of speed and accuracy possible with the Gregg system. These gentlemen came to fulfill an engagement to lecture to the Summer Training School. These two or three addresses were pronounced wonderfully helpful to the large number of teachers who are now attending the Business University. In fact, it is seldom that one has the opportunity of enjoying such rare treats. —Times-Journal, July 12, 1915.

MR. GURTLE.



Here is Mr. Fred Gurtler, one of the most rapid writers of Shorthand on this continent or on earth. He gave a demonstration before the Summer Training School to show the speed possible to one who writes Gregg Shorthand, and he writes more rapidly than the average person is able to speak, and reads his notes with as much ease as if they were written in long-hand. Such demonstrations of speed and proficiency are inspiring to those whose faces are turned toward the rising sun. The school is fortunate to have had Mr. Gurtler.

You can add \$15 or \$20 per month to your salary by acquiring good handwriting while you are taking a course in the B. G. B. U. In other words, by using spare moments every day while in school, you can make \$180 to \$240 and probably much more.

MR. SNYDER.

Mr. J. A. Snyder of the Woodward High School of Cincinnati, was with us again for the Summer Training School. Mr. Snyder is a powerful teacher of Accountancy and correlative branches. He has successfully



"held his own" and added to his reputation by lecturing and teaching in three or four of our Summer Terms. He is as clean as Alpine snow. His teaching and his life are an inspiration.

INSPIRING MORNING PROGRAMS.

The Steck Grand Piano, played by Miss Burneister and accompanied by two students on their violins and one on the cornet, while the whole school makes the morning welkin ring with cheering songs; speeches on business, character-making and other topics of universal interest; music sometimes by an orchestra, again by a brass band, often by vocal quartettes and choruses; readings, quotations and recitations—all these contribute to making a program so increasingly interesting and attractive that all are glad when the electric bell taps for chapel.

MR. ROSS.



Mr. J. Walter Ross is a prince of Shorthand teachers. He lectured and instructed during the Summer Training School on the subject of Shorthand, how to teach it, how to classify and how to keep up interest. If there is a better shorthand teacher than Mr. Ross we have not found him. To be taught by such a man is a benediction to one's life.

RICH AND RARE.

Mr. H. H. Beck, of Cincinnati, one of the profoundest and most scholarly teachers in Ohio, gave a course of lectures last week to the Summer Training School of the Bowling Green Business University on Accountancy. The lectures were greatly enjoyed and



were enthusiastically received. Such men and such lectures are not often to be secured for Summer Schools. The Institution is furnishing a rich and rare treat for its Summer School this year.—Times-Journal, July 12, 1915.

A NATIONAL FIGURE.

Mr. Hilder D. Gould, of Cleveland, O., one of the most conspicuous characters in this country and the greatest handwriting expert on the continent, delivered two profound and scholarly lectures to the Teachers' Summer School. Mr. Gould has given expert testimony in more courts than perhaps any other man in his line in this country. He came to us, therefore, with a large experience in addition to his broad culture and great store of useful knowledge accumulated in a life-time's research and investigation.



MR. CURTIS.



Mr. W. B. Curtis, of Dunkirk, New York, taught with great efficiency and power the subject of Shorthand during our Summer Training School. Mr. Curtis is a scholar, ripe in experience and culture and a gentleman of the highest type. To know him is to receive a positive uplift in one's life. We and our students are fortunate to have had such a man in our Training School.

FROM MAINE.



Here is a good reproduction of the handsome face of Miss Leatha Hanna, who came to us from Maine last year and has just completed The Special Course with credit to herself and much satisfaction to the Institution. Miss Hanna was one of the strong members of her class, and because of her excellent work, holds the highest esteem of the Institution and her class-mates.

A LEWIS COUNTY BOY.

Mr. W. A. Voires, Jr., from Vaneburg, Ky., made a most creditable record in this Institution. He is headed straight toward great success in his business. He has just completed our best course of study and has gone into business in his home town. It is easy to foresee that Mr. Voires is going to "make good" in a great way. He is a young man of clean character and noble ideals.



NEEDING MORE STUDENTS.

In a letter from far away Kansas, Mr. Raymond L. Cox, now working for the Union Pacific says: "When I left school, the railroads were needing more students than the school was furnishing. I am proud of the place you got for me, and if I can ever be of any service to you, I shall be glad to do anything I can. This is a fine Road to work for and I want to thank you for placing me with it." Since receiving his letter, we have sent another man to that Road.

The best business men think themselves fortunate when they receive 6 per cent. dividends on their capital, but any young man who will take the Combined Course in a good business school can make 150 or 200 per cent. on his investment.



Dr. James Whitecomb Brounger, of Los Angeles, Cal. He delivered the Commencement Address.

A DISTINGUISHED VISITOR

Mr. A. N. Palmer, the author of the famous Palmer Method of writing visited the Bowling Green Business University Saturday and delivered two lectures that will live long in the hearts and minds of his enthusiastic and earnest hearers.

Mr. Palmer is known everywhere as one of the greatest penmen of this country. The Bowling Green Business University is in the habit of bringing great men to the school from time to time, but none has pleased the students and teachers more and profited them more greatly than did the distinguished visitor Saturday. —Times-Journal, June 29, 1915.

[The Bowling Green Business University tries to bring to its students every year men of character and reputation, in order that every student may get out of the school all that is good and elevating and inspiring. The lecture of Mr. Palmer will be long remembered as one of the greatest, best and most useful we have had. Wouldn't you like to be connected with a school that is recognized and assisted by such men?—Ed.]



Questions and Answers

1. Q. "What does board cost in Bowling Green?"

A. "Some of our students board in private homes where they get meals, lodging, hot and cold baths, electric lights and furnace-heated rooms, for \$14 per month; others rent rooms in private families at \$4 per month and take their meals in the University Dining Hall at \$8 per month, making a total of \$12 per month; still others secure rooms in the University Building and take their meals in the University Dining Hall at \$8 per month, making the total expenses \$10.40 per month."

2. Q. "Could I rent furnished rooms for light housekeeping?"

A. "Yes, indeed. Many of our students rent cottages of two or three rooms at very low prices; others rent rooms furnished with all necessary equipment and the prices vary according to the number of rooms, the kind of furniture, and also according to location."

3. Q. "Do you meet students at the train on their arrival in Bowling Green?"

A. "By all means. It is a pleasure for us to meet them either day or night. Be sure to notify us if you expect us to meet you."

4. Q. "When does your next term open?"

A. "We really have no term openings. New students enter whenever they wish. The school never closes but, following the almost universal custom, we announce two formal openings; viz., August 31st and December 28th, but they are merely formal. The truth is that new students matriculate every week in the year. Come when you are ready. You can get perfect classification at any time."

5. Q. "What advancement do you require?"

A. "We have no entrance examinations. All grades from the Seventh and Eighth up through High School and College graduation are here represented. When you come, you will be properly classified where you can work best and accomplish most."

6. Q. "How long do you think I should need to complete a business course?"

A. "That depends upon what course you want, how rapidly you learn, how hard you study and how earnest you are. If you will tell us what course you prefer, we shall be glad to answer your question more definitely and more satisfactorily. However, you will be allowed to go as rapidly as you are able."

7. Q. "Do you teach on Mondays?"

A. "We do not teach on Mondays, but on Saturdays instead. It would be well to plan to arrive here on Monday so as to lose no time before entering school."

8. Q. "Do you secure boarding places for the students?"

A. "Yes, and with great pleasure. We have in the office a list of all the desirable boarding-houses of the city, and one of our number is always glad to go with a new student and show him good places, that he may make a satisfactory selection from them."

9. Q. "Do you think I would get a position after completing a course?"

A. "Unless there is something wrong in your character or habits, nothing will keep you out of profitable employment, except a lack of qualification. No person, old or young, male or female, has left this school without a position in the last ten years after completing any of our combined course in Bookkeeping and Shorthand, or in Telegraphy and Railroad Accounting. If this had been true of only a few students for a long time, or of many students for a short time, it could not possibly be called a rule and it would not have any reliable significance. But what ever has been true of thousands of people for a long period, like ten years, can very properly and justly be relied upon as a safe and dependable rule. By all means take a com-

bined course. It is cheapest and best, because it pays the largest salary and makes a position an absolute certainty."

10. Q. "Could I get work enough in Bowling Green to pay a part of my expenses?"

A. "Many of our students earn their board by working at odd hours out of school and no doubt you could do the same."

11. Q. "Do you advise me to borrow money to pay school expenses?"

A. "The majority of our students come here on borrowed money. The wisdom of their plan is very evident when you consider that they thus convert 6 per cent money into 200 and often 300 and 400 per cent earning-power. There is absolutely no better business, no better investment. Any business man would think himself fortunate if he could get 6 per cent to 10 per cent profit on his money. But a student can actually double, treble and quadruple his earning-power by borrowing a little money for eight to twelve months. Let us suggest that you borrow a small amount from four or five friends and thus work a hardship upon no one and at the same time secure enough money to keep you in school eight, ten or twelve months. The more you learn, the more you will earn."

12. Q. "Do you advise me to take a part of my course by correspondence?"

A. "Yes; and our reasons are three: 1st. You would save some money on your tuition. 2nd. You would save more on board, because it would be unnecessary to remain here so long after taking a part of your course at home. 3rd. You would get into a position two or three months earlier and the money you would make in the time thus saved would pay all the expenses of your course. The correspondence courses we are giving are not experiments. They have been tried and found adequate in every particular, and therefore you run no risk whatsoever."

13. Q. "Do you have any calls for commercial teachers?"

A. "About 500 per year, but the best we have ever been able to do, was to furnish nearly 100 high-grade teachers in any one year."

14. Q. "What salaries do commercial teachers usually make?"

A. "That depends upon their qualifications, personality, etc. But those whom we have placed in the last four or five years have made initial salaries ranging from \$80, \$90 and up to \$150 per month. Scores of public school teachers have started on salaries of \$85 to \$95 per month for nine to twelve months in the year."

15. Q. "Do you receive many applications for office-help, such as bookkeepers, stenographers, telegraph operators, etc?"

A. "A little over 1400 a year—nearly four times as many as we can possibly supply."

16. Q. "Do you think it would be safe for me to take Telegraphy and Railroad Accounting with a view to getting a position?"

A. "Nobody has ever yet failed to get a position after taking that course. Yes; a thousand times yes."

17. Q. "Well, do you think the railroads will ever be run by the telephone system?"

A. "Many have tried it and have gone back to the telegraph, and even those who use the telephone system have never yet dispensed with the telegraph entirely. The time will never come when the railroads can do without telegraph operators. Several who asked this question two or three years ago, are still staying out of school on account of their fears, while hundreds of others have entered, completed their courses and are to-day actually making big salaries as telegraph operators, while the others are still waiting to satisfy their fears. Twenty-five years ago the same fears were expressed, but the railroads keep right on using the telegraph wire. We have never yet been able

to supply the demands made upon us for telegraph operators. If you like that kind of business, you need not hesitate a moment, because a place will be ready for you the minute you are ready for it. This is a big, big world. Even if the road at or near your home does not want you, it is only one road. There are others that will. Don't listen to those who have climbed the ladder and now want to throw it down to keep you from climbing. The sun shines for everybody. You have a right to learn whatever you want to know."

18. Q. "What prospects do you think a bookkeeper would have?"

A. "There has never yet been a time when really good bookkeepers were not in demand. The chief trouble we have in this line comes from those who do not want a first-class course in Bookkeeping; from those who wish to learn 'just a little' and then expect sensible business men to employ them, when really they are not ready for any better position than they could have secured without a Bookkeeping Course. The cheapest and best course we have in Bookkeeping is the Commerce Course. No person has ever yet completed it without getting ready and profitable employment. By taking the Commerce Course, the student will be able to handle books that the ordinary beginner would not be able to keep. For this reason, the graduates of the Commerce Course always get good places and higher salaries than other beginning bookkeepers usually make."

19. Q. "Suppose I should want a course in Shorthand and Typewriting. Do you think I could get a position after completing that course?"

A. "Yes. First-class stenographers are always in demand. They not only get good salaries, but the nature of the business itself is a compensation. A stenographer learns almost every day. That business is equivalent to a college course. It gives culture, information and accuracy, and, withal, contact with successful men, and this of itself is worth more than the salary."

20. Q. "How long does a course usually require?"

A. "Five to seven months, according to the student's ability, concentration and willingness to do hard work."

21. Q. "Do you teach Stenotypy?"

A. "Of course. We have taught it ever since the Stenotype was invented."

22. Q. "What inducement do you offer in Penmanship?"

A. "To all regular students, we give free tuition in class Penmanship. One can enjoy here every opportunity in Penmanship that he could find anywhere else in this country. In fact, our teacher of Penmanship ranks among the very first in his line. He is considered an authority everywhere in this country. His penmanship speaks for itself."

23. Q. "How long do you think I should take Special Penmanship?"

A. "Take it the day you arrive in Bowling Green and continue as long as you are here. It is not probable that you will study anything else that will so greatly add to your earning-power. One young man raised his salary \$600 the first year, because of the penmanship he acquired in six or seven months. A young lady, because of her skill acquired in this school, immediately went to a position paying her \$90 per month. We could name numerous others who have done equally as well, but the point for you to get now is this: An investment of \$25 in Special Penmanship will probably add twenty times that amount to your salary. If you take Special Penmanship in connection with 'The Special Course,' it will cost you only \$15. If some one should offer you a share in his business for \$15, with the assurance that in twelve months he would pay back to you an amount between \$250 and \$600, wouldn't you accept the proposition?"

24. Q. "Do your students have no recreation whatever, but confine them-

selves altogether to their studies?"

A. "Yes, indeed. They are the jolliest, happiest, best bunch of folks you ever saw, and they know how to enjoy recreation and rest, because they deserve it and therefore are in a condition to appreciate it. Read elsewhere in this paper, the article on 'Recreation, Rest, etc.'"

25. Q. "I should like to go to school, but I fear I am too old to take a business course. Do you think one of my age, twenty-five to thirty, is too old?"

A. "We have students ranging in age from sixteen to fifty years of age. Perhaps the majority of them are over twenty-five. There are no better students than they. Their progress is satisfactory to the school and highly creditable to themselves. For the last twenty years students of that age have secured entirely satisfactory results."

26. Q. "Do you offer reduced rates to any of your students?"

A. "All our rates have been reduced to the minimum. They are as low as a first-class school could afford. We sell tuition to all students alike. It would be dishonest and unfair to sell to one student at a certain figure and to another at a lower or higher price. We are sure you will agree with us that this policy is the correct one."

27. Q. "When is tuition payable?"

A. "On the day of matriculation. In this way you save almost 50 per cent on your money. The schools that collect by the month charge a monthly rate almost double that of ours."

28. Q. "Suppose I should become ill and have to leave school? Would I lose money?"

A. "No, indeed. You could return at any time you pleased and take up the unused tuition, or you could transfer it to a brother or sister."

29. Q. "Do you send out free literature?"

A. "Of course. We are always delighted to send our college journal, the Southern Exponent, the beautifully illustrated catalog, the Banker's Booklet, the Summer School catalog and anything else the school publishes. Call on us freely whenever we can give you any information about the Institution. We want you as one of our friends, and if you should come to Bowling Green at any time, be sure to call on the Bowling Green Business University and see it at work. It is a busy bee-hive, but never too busy to see its friends."

YOU'LL BE DISPLEASED With the School:

1. If you do not come strictly for business.
2. If you come here to 'loaf' and dissipate.
3. If you come to get away from home restrictions and good behavior.
4. If you desire a 'smattering' of things—a superficial course that will end in disappointment.
5. If you are lazy and thriftless, and weak in character and habit.
6. If you are aimless and void of

ambition to surpass and succeed.

7. If you come here for "a good time," or for "society."

YOU'LL BE PLEASED With the School:

1. If you come here for business.
2. If you realize that your time is your Opportunity and your Investment.
3. If you have ambition to do something and to be something.
4. If you desire a thorough and practical course of study that will fit you for business.
5. If you desire to come in touch with the happiest, jolliest, best behaved, most congenial body of workers you have ever seen.
6. If you appreciate the services of skillful, earnest, consecrated teachers, who know how to enter into full sympathy with the struggling, ambitious and aspiring soul.

HOW HE DID IT.

A young man, working on a meager salary and under very uncongenial circumstances, gave up his place, borrowed the necessary money and took a combined course with us, and immediately went to a position paying him exactly four times his former salary. The increase over his former earning-power represents 6 per cent interest on \$12,000. In other words, his business course capitalized him at \$12,000. In fact, it was worth a great deal more to him, because his salary was raised at the beginning of the second year.

INTENSE INTEREST.

Nothing else gives us quite so much happiness as the intense and growing interest in Penmanship on the part of our students. The school is turning out more mood penmen than ever before. There is no one accomplishment that does quite so much towards getting a student a position as does good handwriting. Therefore get it.

GET ONE.

The Remington Typewriter Company offers to our students some very inspiring incentives to skill and accuracy. To every student who acquires the speed of twenty-five words a minute for ten minutes without error, the Company offers one of its penpans; for forty words a minute for ten minutes without error, a card-case; for fifty-five words a minute for ten minutes without error, a gold medal; and for sixty words a minute for fifteen minutes without error, a new one-hundred-dollar Remington Typewriter. Why not get these prizes? There is absolutely nothing to lose and everything to win. You get the skill, you get the accuracy, you get the training, and you get the penman, the card-case, the gold medal and the hundred-dollar machine. By all means, GET ALL.

Do you play any musical instrument? If so, bring it with you and join our Orchestra.

CON IT—KEEP IT—LEARN IT—DISCERN IT

Out of the thousands who have attended this school in the last ten years, not one ever left here without a position after completing a Combined Course in Bookkeeping and Shorthand, or in Telegraphy and Railroad Accounting. Whatever has been true of so many people for so long a time can be relied upon as a safe rule. It will apply to YOU. What safer investment could you want?